

This listing of the claims will replace all prior versions and listings of claims in the application:

Listing of the Claims:

Claim 1: (Currently Amended) A method for analyzing product sales strategies using archived sales data, said method comprising the steps of:

importing a sales profile;

defining an analysis period;

formatting at least a part of the archived sales data into one or more ~~text-database~~ files;

verifying the integrity of the one or more ~~text-database~~ files based on validating the archived sales data;

formatting the verified database files into one or more corresponding spreadsheet files, wherein the step of verifying the integrity of the one or more database files is performed prior to formatting the verified database files into the one or more spreadsheet files;

calculating an adjusted weekly sale value based on said sales profile, said analysis period, and at least one of the one or more ~~text-database~~ files;

calculating an uplifted sale value based on a selected uplift percentage; and

calculating a profit based on said uplifted sale value and said adjusted weekly sale value.

Claim 2: (Original) The method of claim 1 further comprising the step of performing a risk analysis.

Claim 3: (Original) The method of claim 1 further comprising the step of archiving said adjusted weekly sale value.

Claim 4: (Original) The method of claim 2 wherein said step of performing a risk analysis comprises a step of performing a best case analysis.

Claim 5: (Original) The method of claim 2 wherein said step of performing a risk analysis comprises a step of performing a worst case analysis.

Claim 6: (Cancelled).

Claim 7: (Currently Amended) The method of claim 1 wherein at least one of said one or more ~~text~~-database files comprises a spreadsheet.

Claim 8: (Currently Amended) The method of claim 1 wherein at least one of said one or more ~~text~~-database files comprises a hierarchy file listing products identified by product number.

Claim 9: (Currently Amended) The method of claim 8 wherein said step of formatting at least a part of the archived sales data into one or more ~~text~~-database files comprises the steps of:

- entering a class number and a class description;
- entering a subclass number and a subclass description;
- entering a style number and a style description;
- entering an option number and an option description; and
- entering a product identifier number and an identifier number description.

Claim 10: (Currently Amended) The method of claim 1 wherein at least one of said one or more ~~text~~-database files comprises an actuals file listing empirical figures for product sales.

Claim 11: (Currently Amended) The method of claim 10 wherein said step of formatting at least a part of the archived sales data into one or more ~~text~~-database files comprises the steps of:

- entering a week and a product identifier number;
- entering pricing data;
- entering stock on hand; and
- entering commitment and sales units.

Claim 12: (Original) The method of claim 11 further comprising the step of entering a tax rate.

Claim 13: (Currently Amended) The method of claim 6-1 wherein at least one of said one or more database files comprises a relational database.

Claim 14: (Currently Amended) The method of claim 6-1 wherein at least one of said one or more spreadsheet files comprises a spreadsheet database.

Claim 15: (Previously Presented) The method of claim 1 wherein the step of validating the archived sales data comprises identifying one or more items of the archived sales data that contain a value of zero.

Claim 16: (Previously presented) The method of claim 1 wherein said step of validating the archived sales data comprises the step of entering net cost prices.

Claim 17: (Previously presented) The method of claim 1 wherein said step of validating the archived sales data comprises the step of entering original selling prices.

Claim 18: (Previously presented) The method of claim 1 wherein said step of validating the archived sales data comprises the step of checking for new products.

Claim 19: (Previously presented) The method of claim 1 wherein said step of validating the archived sales data comprises the step of checking file entries.

Claim 20: (Previously presented) The method of claim 1 wherein said step of validating the archived sales data comprises the step of checking for new sales data.

Claim 21: (Currently Amended) A computer readable medium storing computer readable instructions that, when executed by one or more processors, cause one or more computers to perform the steps of:

importing a sales profile;

defining an analysis period;

formatting at least a part of the archived sales data into one or more ~~text~~database files;

verifying the integrity of the one or more ~~text-database~~ files based on validating the archived sales data;

formatting the one or more database files into one or more corresponding spreadsheet files, wherein the step of verifying the integrity of the one or more database files is performed prior to formatting the one or more database files into the one or more spreadsheet files;

calculating an adjusted weekly sale value based on said sales profile, said analysis period, and at least one of the one or more ~~text-database~~ files;

calculating an uplifted sale value based on a selected uplift percentage; and

calculating a profit based on said uplifted sale value and said adjusted weekly sale value.

Claim 22: (Currently Amended) A data processing system, comprising:

a processor;

memory storing computer readable instructions that, when executed by the processor, cause the data processing system to perform the steps of:

importing a sales profile;

defining an analysis period;

formatting at least a part of ~~the~~ archived sales data into one or more ~~text-database~~ files;

prior to exporting the one or more database files, verifying the integrity of the one or more ~~text-database~~ files based on validating the archived sales data;

calculating an adjusted weekly sale value based on said sales profile, said analysis period, and at least one of the one or more ~~text-database~~ files;

calculating an uplifted sale value based on a selected uplift percentage; and

calculating a profit based on said uplifted sale value and said adjusted weekly sale value.